

IAN AND LINDA DARROCH

A SUCCESSFUL TEAM

Ian and Linda have extensive fulltime real estate experience in this area—over 40 years combined experience. While at Re/Max they were consistently one of the top real estate teams in their office and have won many awards. Both qualified to be members of the prestigious Re/Max Hall of Fame. However the key measure of their success is that the vast majority of their business comes from repeat clients and through personal referrals from previous clients and other people who know them.

BUSINESS APPROACH

Ian and Linda are principled and honest. They prefer to work with a relatively small number of vendors and purchasers at any one time so they can give their full attention to meeting the needs of all their clients. They strongly believe in providing all the relevant information that is available to their clients and then assisting their clients in every way possible to make appropriate real estate decisions.

As one example they believe that the choice of listing price is at the discretion of the vendor—although they always provide full details on previous sales and on the listing prices of competing properties and will prepare a current market evaluation. When working with purchasers Ian and Linda take the time to discuss each individual's requirements and to help people to develop and refine those requirements. Most often the key issue is to help a purchaser to decide on the area that will work best for them—taking into account such things as work location and commuting time, access to good schools, community facilities, property values etc.

EXPERIENCE

Linda has over twenty five years fulltime real estate experience starting with Montreal Trust, then Royal LePage and finally Re/Max.

Ian is a professional engineer with an MBA and had a successful twenty year career in business before joining Re/Max over eighteen years ago. Ian covers commercial as well as residential and has worked with many investor clients.

Ian and Linda were a fulltime Re/Max team for eighteen years both qualifying individually for the Re/Max Hall of Fame before opening their own boutique brokerage.

AREAS COVERED

Ian and Linda have full access to all the real estate information for Oakville, Milton, Burlington, Mississauga and West Toronto. They utilize information from three different Multiple Listing Services and expose all their listings on the Internet.

Their main focus is on Oakville and Burlington but they will help their clients wherever they are needed as long as they have access to all the relevant information.

HALTON PROFESSIONAL Realty Corp., Brokerage

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